

Groupe SEB

Sales Forecast

For Hong Kong and Taiwan

dlie
9/27/2016

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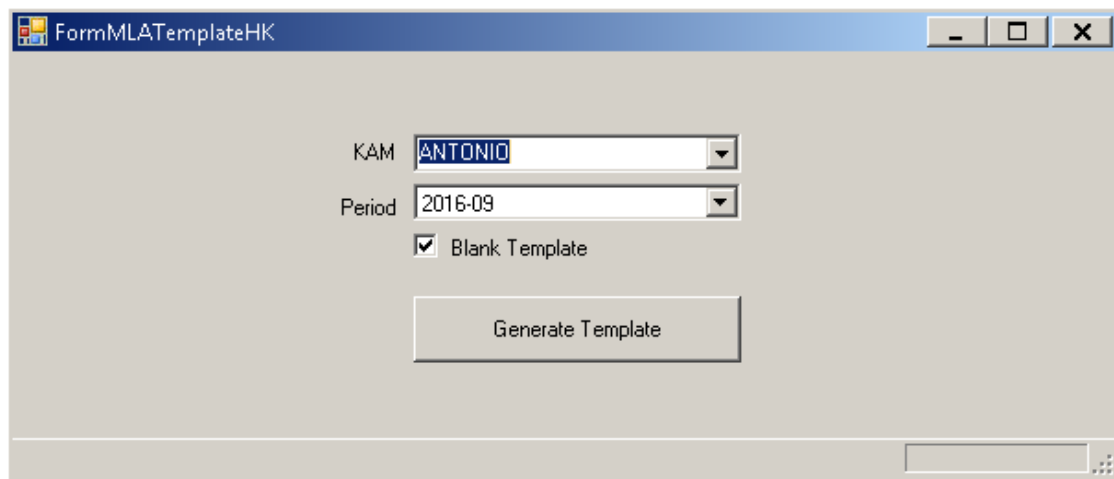
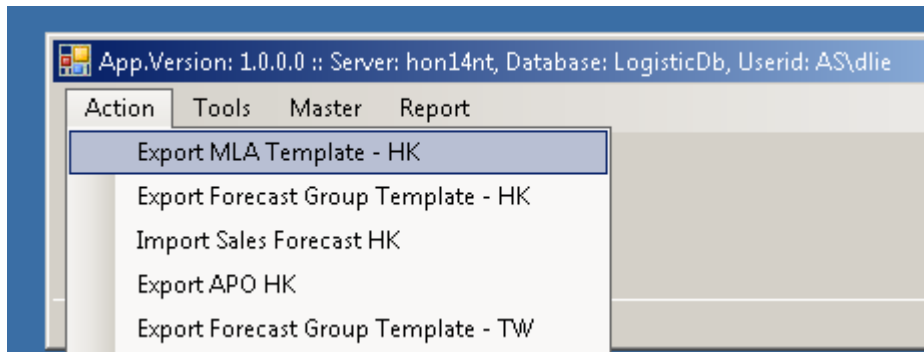
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Sales Forecast User Guide

1 Preparing Excel Template for data input

1.1 HK MLA Template

Action > Export MLA Template – HK

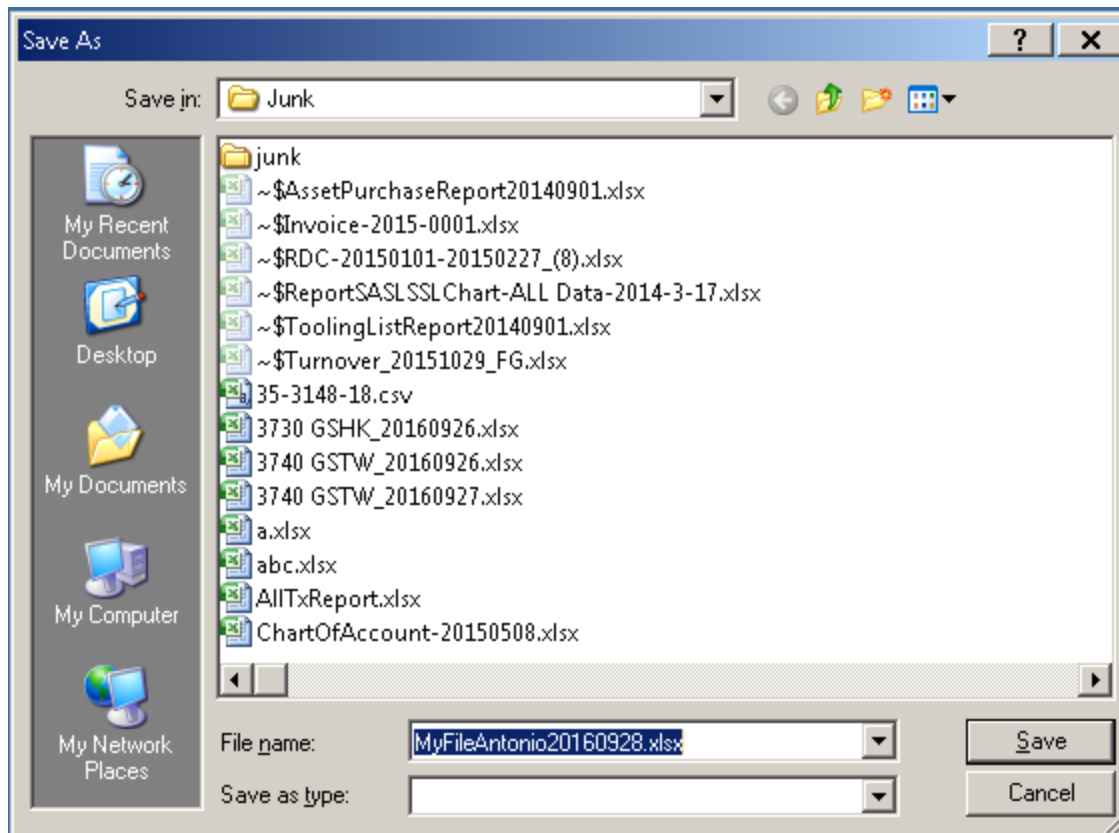
A screenshot of a dialog box titled 'FormMLATemplateHK'. It contains two dropdown menus: 'KAM' with 'ANTONIO' selected, and 'Period' with '2016-09' selected. Below these is a checkbox labeled 'Blank Template' which is checked. At the bottom center is a button labeled 'Generate Template'. The dialog box has standard Windows window controls (minimize, maximize, close) in the top right corner.

Period: is the first month shown in your template

Blank Template :

checked : no sales forecast data displayed
unchecked : display data from previous import

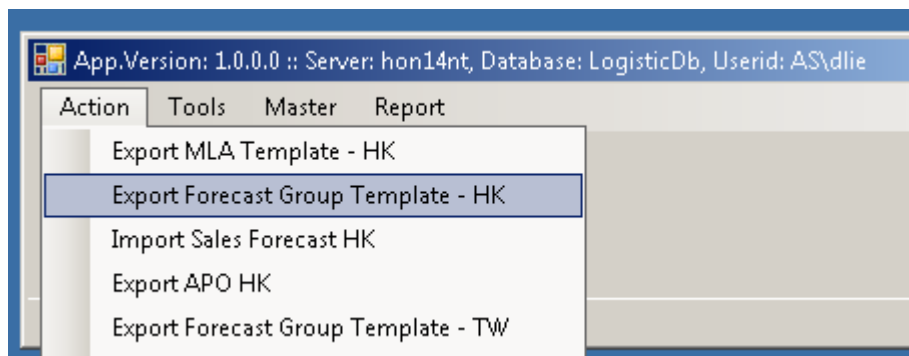
- Click Generate Template Button

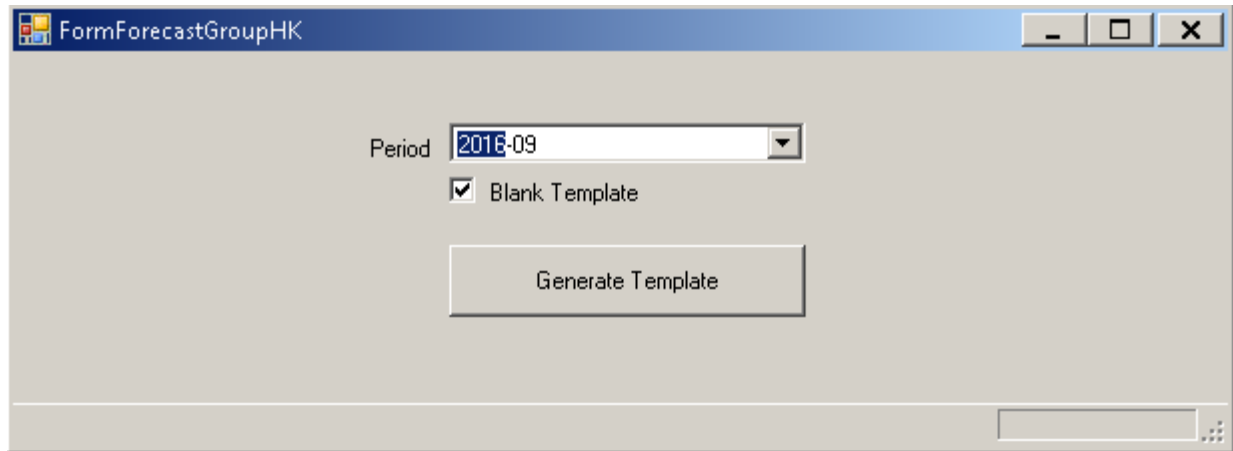


- Select the Folder Destination, click Save Button to continue.

1.2 HK Forecast Group Template

Action > Export Forecast group Template – HK





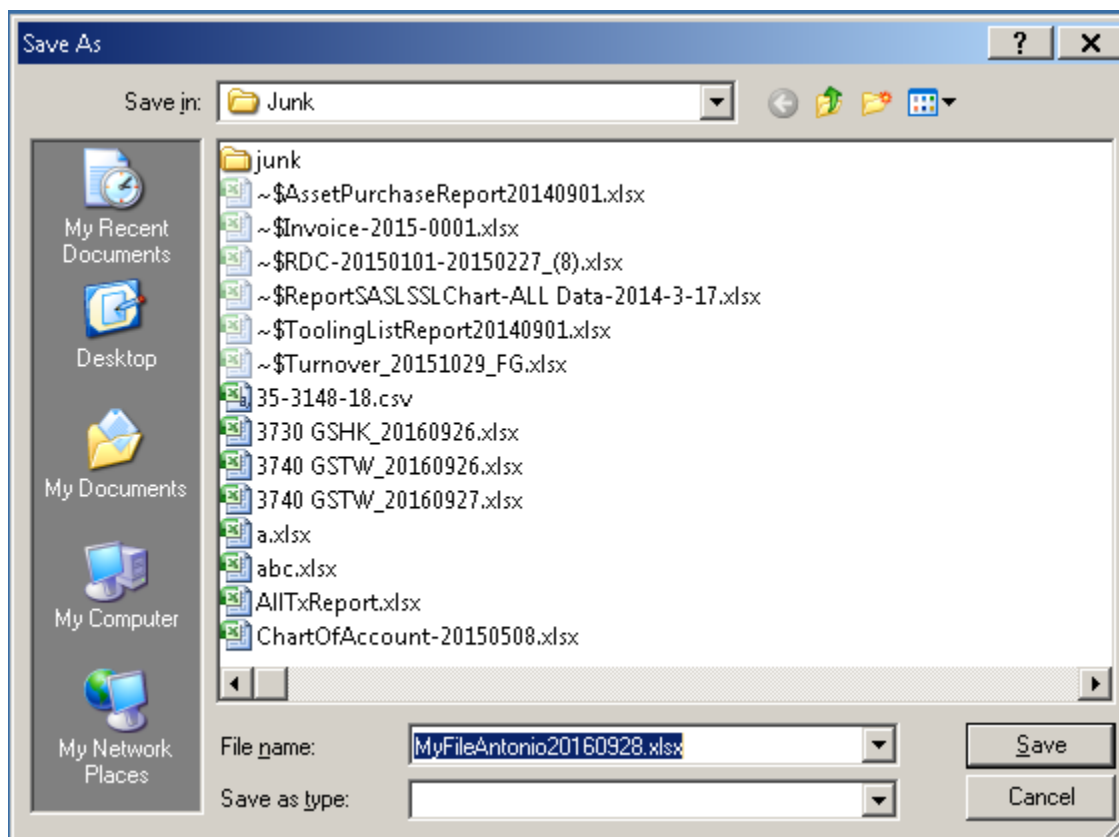
Period: is the first month shown in your template

Blank Template :

- checked : no sales forecast data displayed (month 7 to 12)
- unchecked : display data from previous import (month 7 to 12)

For month 1 - 6, the data coming from MLA Sales Forecast.

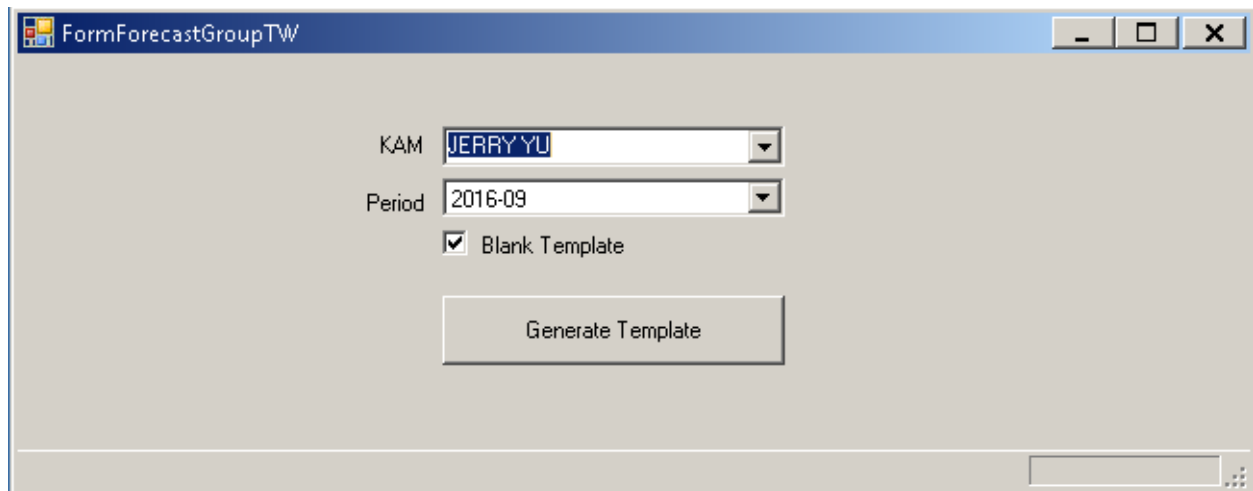
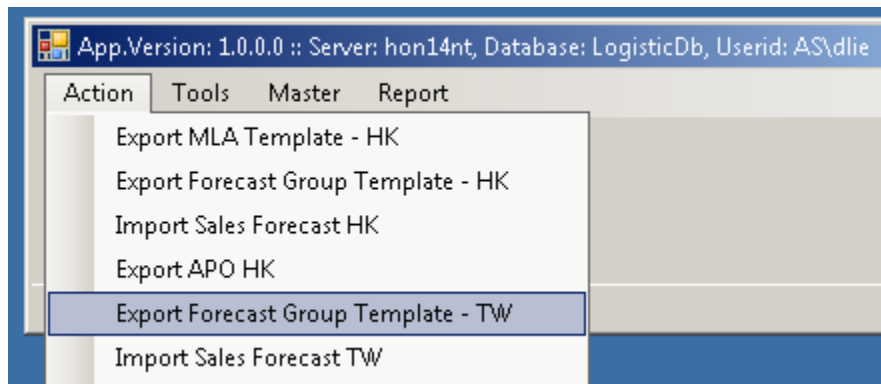
- Click Generate Template Button



- Select the Folder Destination, click Save Button to continue.

1.3 TW Forecast Group Template

Action > Export Forecast Group Template – TW



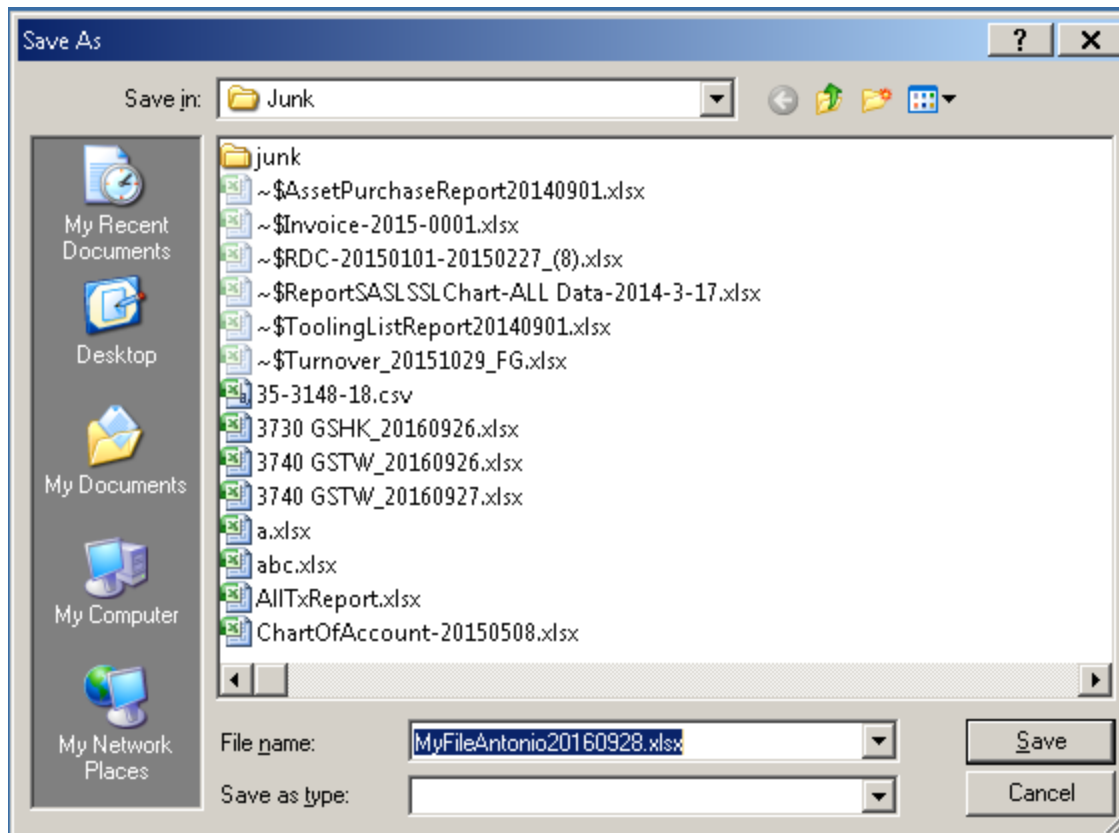
Period: is the first month shown in your template

Blank Template :

checked : no sales forecast data displayed

unchecked : display data from previous import

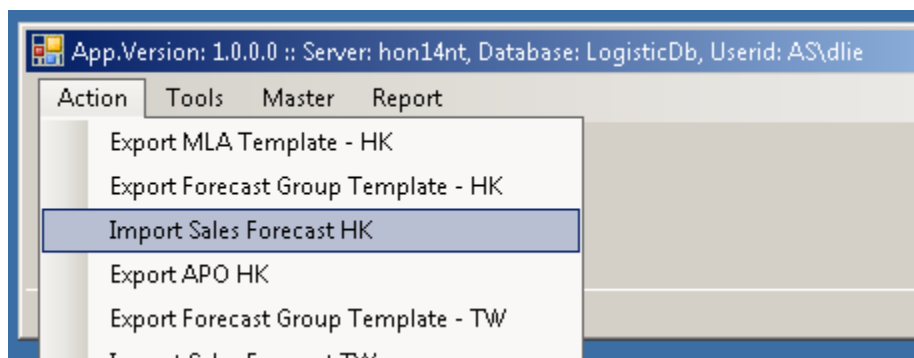
- Click Generate Template Button

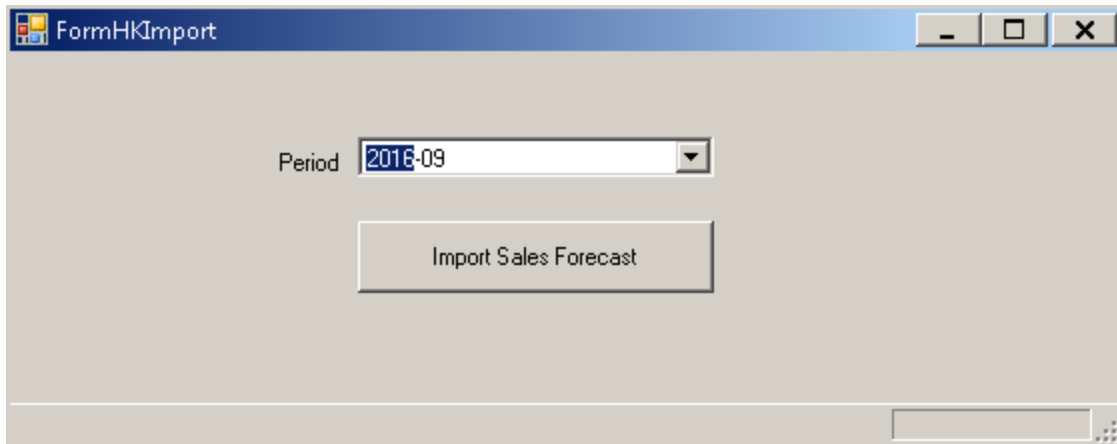


- Select the Folder Destination, click Save Button to continue.

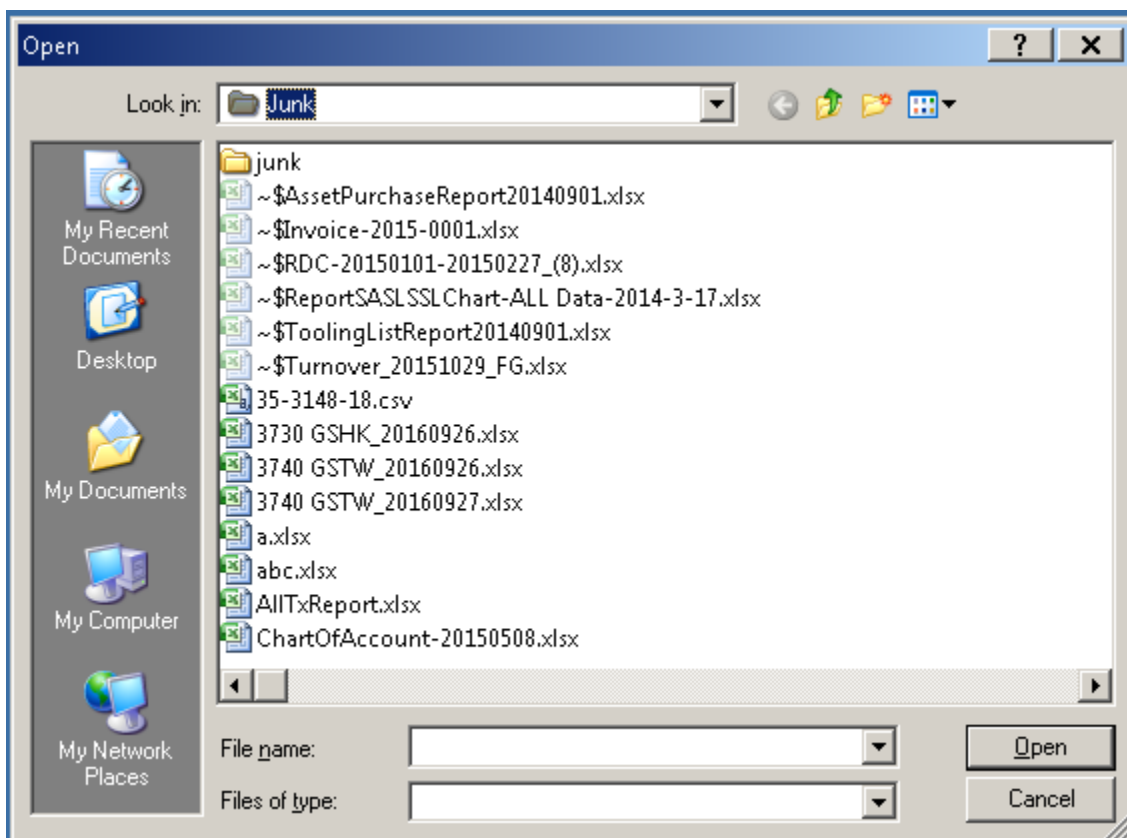
2 Import Excel Template to Database (HK/TW)

Action > Import Sales Forecast





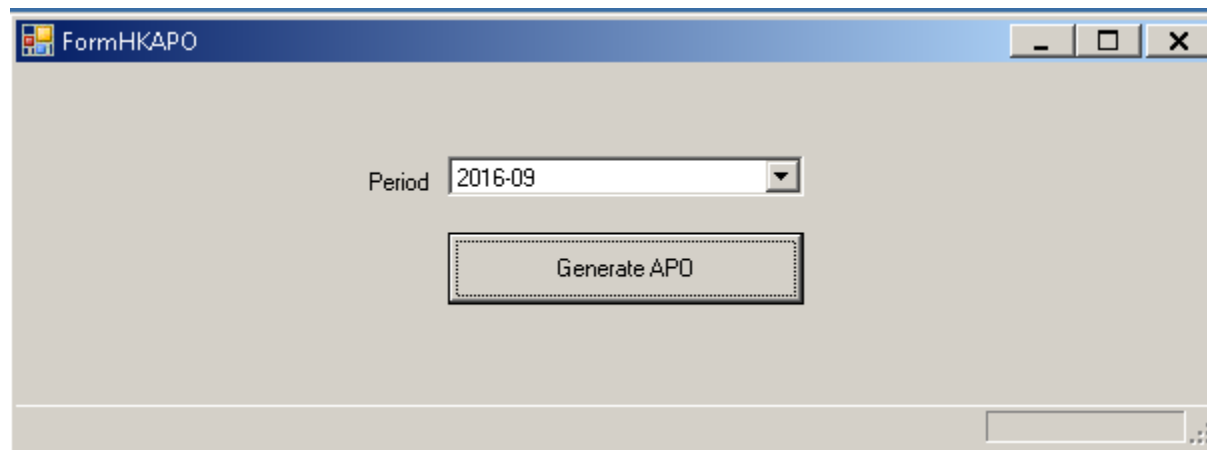
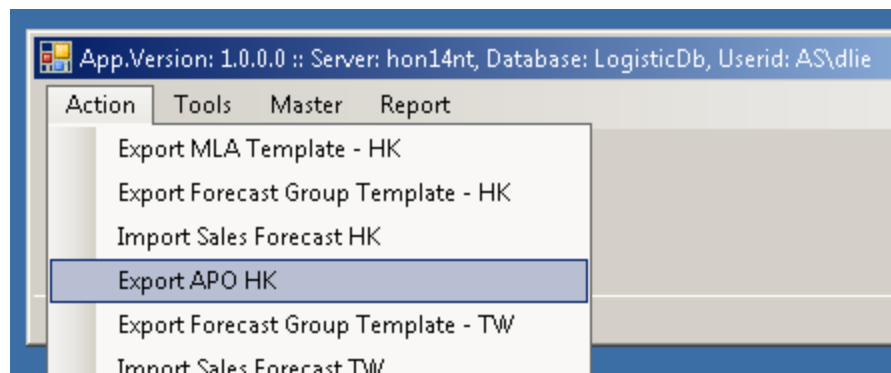
- Click Import Sales Forecast Button



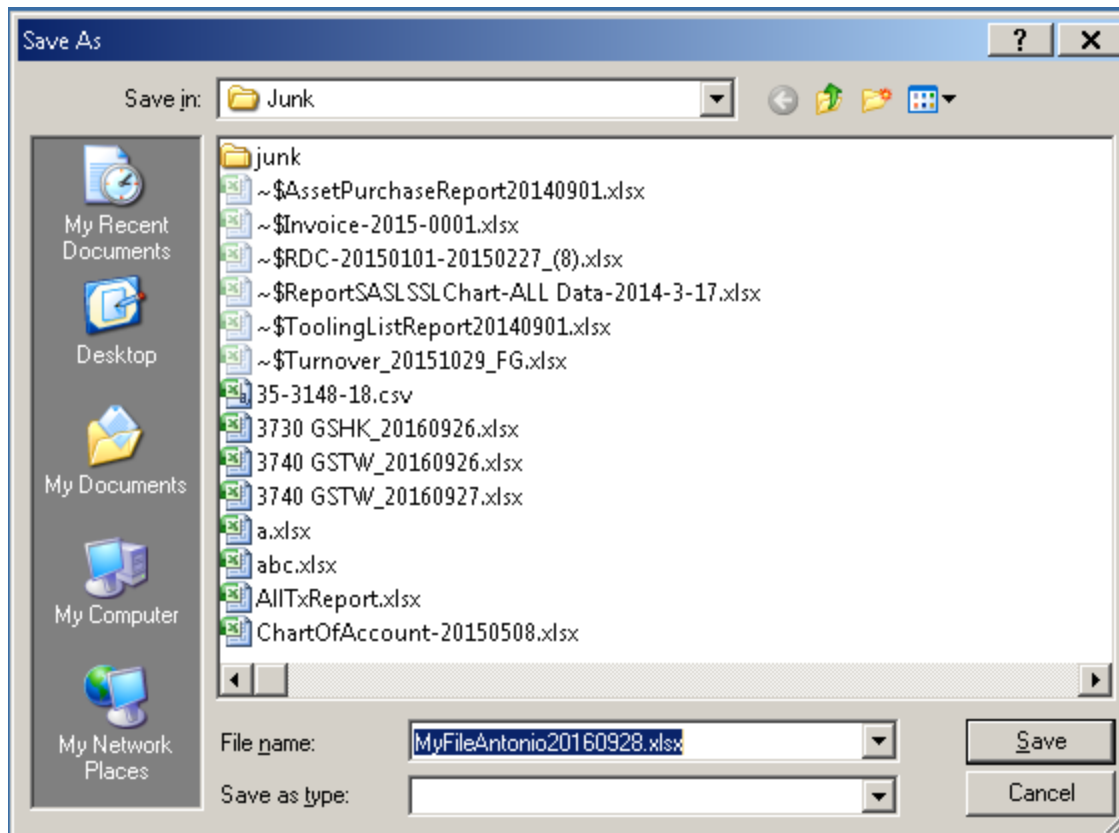
- Locate your file, Click Open button to continue.

3 Export APO Excel File (HK/TW)

Action > Export APO



- Click Generate APO Button

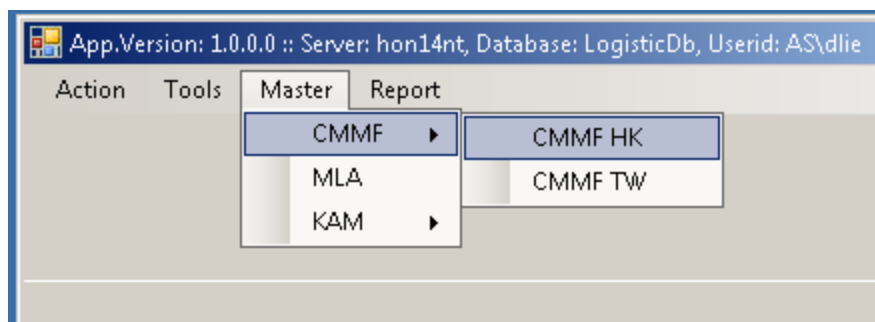


- Select the Folder Destination, click Save Button to continue.

4 Master File

4.1 CMMF HK

Master > CMMF > CMMF HK



FormCMMF									
Add Update Delete Commit to DB Refresh Filter									
	CMMF	Origin	Brand	Reference	Description	Company Status	Status	Product Segmentation	Product Line
▶	1110030549	Europe	Rowenta	DW6010G1	DW6010G1 STEAM IRON	401	NEW	Standard	1 - LINE
	1110030630	Europe	Rowenta	DW5110G1	DW5110G1 STEAM IRON	40	NEW	Standard	1 - LINE
	1110030666	Europe	Rowenta	DW9230M1	DW9230M1 STEAMFORCE DW9230 STEAM IRON	50	ALIVE	Standard	1 - LINE
	1110030818	China	Tefal	DR5060M1	DR5060M1 STEAMBRUSH ULTRASTEAM DR5060M1	50	ALIVE	Standard	1 - LINE
	1500437863	Europe	Tefal	P4370763	P4370763 CLIP+ 8L PG RAB. NOIR/ROSE AE	50	ALIVE	Standard	5 - COC
	1500437963	Europe	Tefal	P4371463	P4371463 CLIP+ 8L PG RAB. NOIR/ROSE AE	50	ALIVE	Standard	5 - COC
	1500438235	Europe	Tefal	P4394835	P4394835 ESSENTIAL 7L5 V1 SS PAN. TR/AE	50	ALIVE	Standard	5 - COC
	1500438335	Europe	Tefal	P4424935	P4424935 ESSENTIAL 9L V1 SS PANIER AE	50	ALIVE	Standard	5 - COC
	1500573411	China	Tefal	TT356171	TT356171 TOAS EXPRESS 3S BL/CHB HK/SG	50	ALIVE	Standard	6 - ELE
	1500578014	China	Tefal	OF180270	OF180270 OVEN UNO XL TURNSPIT +CV SILV H	50	ALIVE	Standard	6 - ELE
	1500578025	China	Tefal	OF677E70	OF677E70 OVEN UNO 30L ELEC TS HK-SG	50	ALIVE	Standard	6 - ELE
	1500578133	China	Tefal	TT111071	TT111071 TOAS PRINCIPIO MINI 2S WHT HK	50	ALIVE	Standard	6 - ELE
	1500578174	China	Tefal	OF160870					
	1500578273	China	Tefal	OF170870					
	1500634305	Europe	Rowenta	OC789170	OC789170 OVEN GOURMET 38L STEAM WHT SG	50	ALIVE	Standard	6 - ELE
	1500636317	China	Tefal	SM155152	SM155152 SDW ULTRACOMPACT SILVER CUTTING	50	ALIVE	Standard	6 - ELE
	1500636375	China	Tefal	ZN355H66	ZN355H66 JUI ELEA DUO CHA HK	50	ALIVE	Standard	7 - FOC
	1500636993	China	Tefal	CM110865	CM110865 FCM MINI 6C BLK/INDX BRUSH HK	70	END OF LIFE - S...	Standard	8 - BEV
	1500637098	China	Tefal	ZE585H65	ZE585H65 JUI EASY FRUIT 700W CHA ASIA	50	ALIVE	Standard	7 - FOC

Dialog CMMF for Add or Update

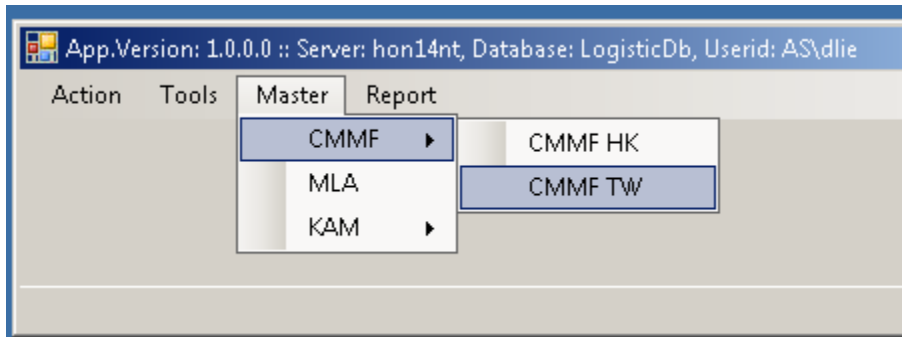
DialogCMMF	
CMMF	<input type="text"/>
Origin	<input type="text"/>
Brand	<input type="text"/>
Reference	<input type="text"/>
Product Description	<input type="text"/>
Company Status	<input type="text"/>
Status	<input type="text"/>
Product Segmentation	<input type="text"/>
Product Line GPS	<input type="text"/>
Family Name	<input type="text"/> ...
NSP (USD)	<input type="text"/>
NSP (HKD)	<input type="text"/>
<input type="button" value="OK"/> <input type="button" value="Cancel"/>	

Note:

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, To save your modification to Database.

4.2 CMMF TW

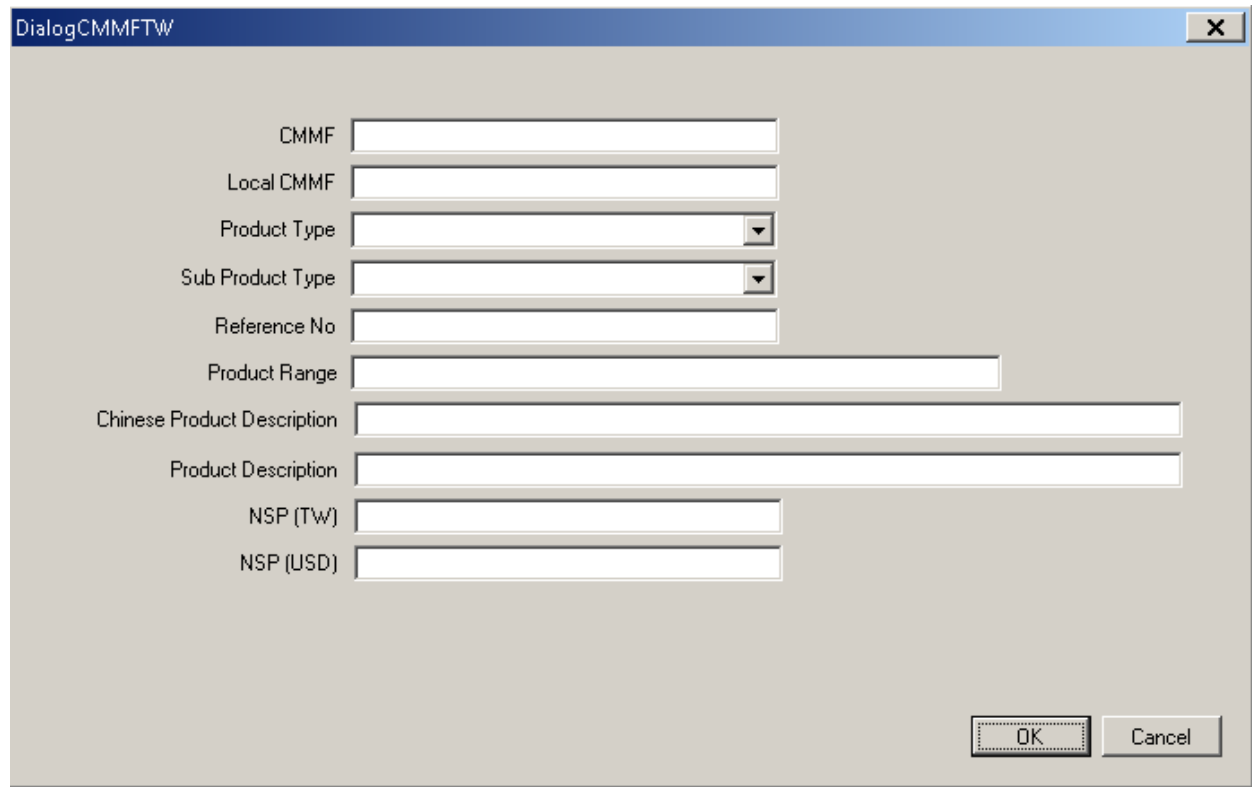
Master > CMMF > CMMF TW



The screenshot shows the 'FormCMMFTW' dialog box with a table of product data. The table has columns: CMMF, Local CMMF, Product Type, Sub Product Type, Product Range, Reference No, and Chinese Product Description. The data is as follows:

CMMF	Local CMMF	Product Type	Sub Product Type	Product Range	Reference No	Chinese Product Description
1500437963		TEFAL	TEFAL PRODUCTS	CLIPSO PLUS	P4371463	法國特福新快易鎖+系列快鍋
2027437000		TEFAL	TEFAL PRODUCTS	BIENVENUE	27437000	法國特福鍋鏟
2100045722		TEFAL	TEFAL PRODUCTS	TRIPLY ASIA WOK	C8469412	法國特福超導不銹鋼系列36CM
2100048773		TEFAL	TEFAL PRODUCTS	TRIPLY ASIA WOK	C8468712	法國特福超導不銹鋼系列32CM
2100058987		TEFAL	TEFAL PRODUCTS	NATURA IND	E2070602	法國特福NATURA系列28CM不
2100063376		TEFAL	TEFAL PRODUCTS	FLAVOUR CAST ALUMINIUM	H1153714	法國特福鑄造系列28CM深煎鍋
2100063377		TEFAL	TEFAL PRODUCTS	FLAVOUR CAST ALUMINIUM	H1154614	法國特福鑄造系列24CM雙耳燉
2100067633		TEFAL	TEFAL PRODUCTS	Premier	A1760414	法國特福新手系列24CM不沾平
2100067634		TEFAL	TEFAL PRODUCTS	Premier	A1760514	法國特福新手系列26CM不沾平
2100067754		TEFAL	TEFAL PRODUCTS	Premier	A1769214	法國特福新手系列28CM不沾平
2100068582		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250114	法國特福經典系列主廚刀
2100068583		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250214	法國特福經典系列主廚刀15cm
2100068584		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250314	法國特福經典系列麵包刀
2100068585		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250414	法國特福經典系列水果刀
2100068586		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250514	法國特福經典系列牛排刀
2100068987		TEFAL	TEFAL PRODUCTS	ENJOY 2 IN 1	K0260114	法國特福快意兩用系列麵杓刮
2100069900		TEFAL	TEFAL PRODUCTS	ENJOY 2 IN 1	K0260514	法國特福快意兩用系列鍋鏟與
2100069918		TEFAL	TEFAL PRODUCTS	VITAMINE	K0180504	法國特福VITAMINE系列弧形刮
2100069921		TEFAL	TEFAL PRODUCTS	VITAMINE	K0181404	法國特福VITAMINE系列攪拌棒
2100069923		TEFAL	TEFAL PRODUCTS	VITAMINE	K0181504	法國特福VITAMINE系列烘焙刀
2100069926		TEFAL	TEFAL PRODUCTS	VITAMINE	K0181804	法國特福VITAMINE系列烘焙刷
2100069927		TEFAL	TEFAL PRODUCTS	VITAMINE	K0181904	法國特福VITAMINE系列擀麵棍
2100069928		TEFAL	TEFAL PRODUCTS	VITAMINE	K0182004	法國特福VITAMINE系列烘焙盤

Dialog CMMF for Add or Update



The image shows a Windows-style dialog box titled "DialogCMMFTW". It contains several input fields and two buttons at the bottom right. The fields are labeled as follows:

- CMMF
- Local CMMF
- Product Type (with a dropdown arrow)
- Sub Product Type (with a dropdown arrow)
- Reference No
- Product Range
- Chinese Product Description
- Product Description
- NSP (TW)
- NSP (USD)

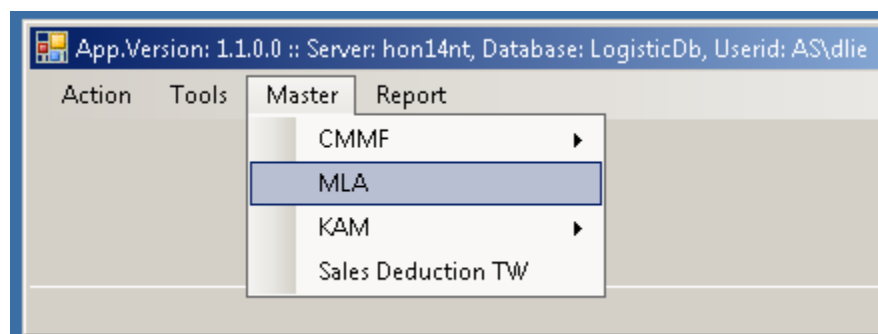
At the bottom right, there are two buttons: "OK" and "Cancel".

Note:

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, To save your modification to Database.

4.3 MLA

Master > MLA



The FormMLA window displays a table with the following data:

	MLA
▶	w9000332
	w9000333
	w9000334
	w9000335
	w9000339
	w9000340
	w9000341
	w9000343
	w9001458
	w9001497
	w9001689

Buttons: Add, Update, Delete, Commit to DB, Refresh, Filter

Status bar: Done.

Dialog Interface Add or Update

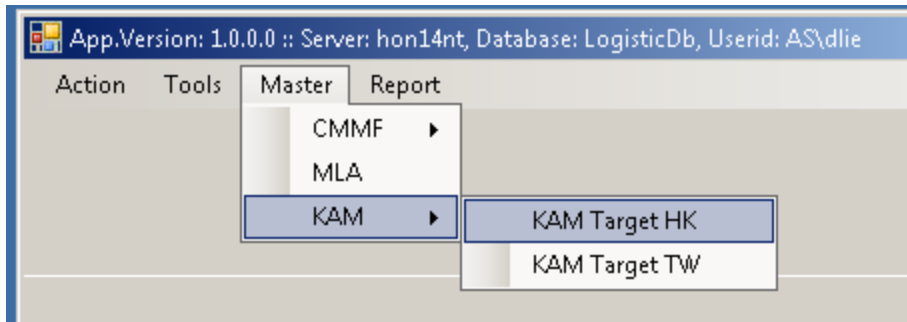
The DialogMLA window contains the following elements:

MLA

Buttons: OK, Cancel

4.4 KAM Target HK

Master > KAM > KAM Target HK

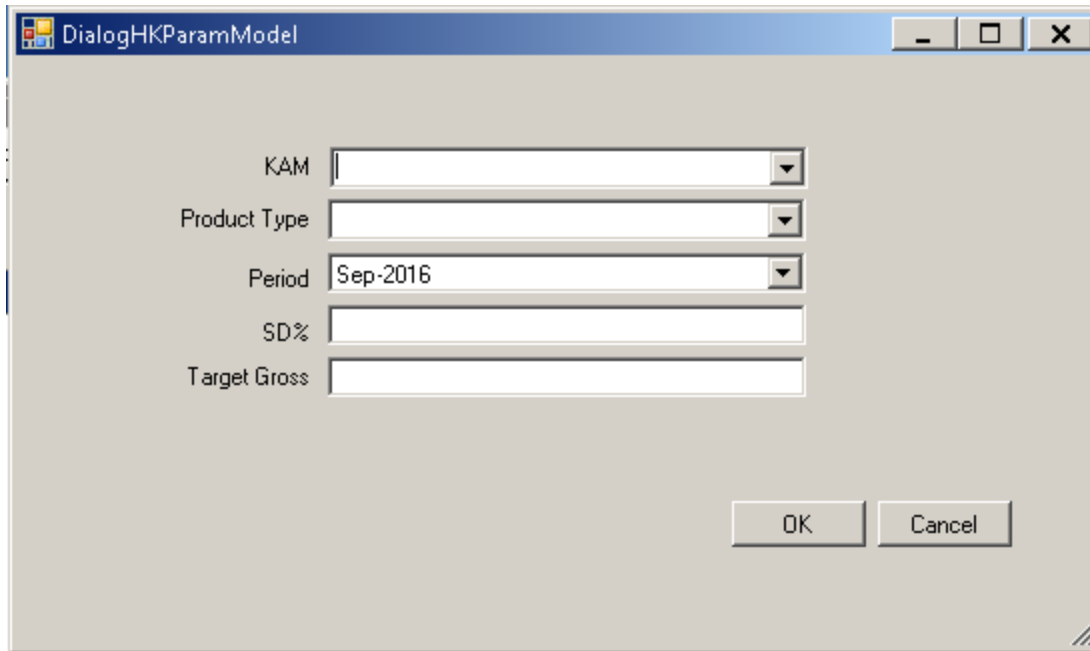


Note:

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, To save your modification to Database.

A screenshot of a dialog box titled "FormKAMTarget". The dialog has a title bar with standard Windows window controls. Below the title bar is a menu bar with the following items: "Add", "Update", "Delete", "Commit to DB", "Refresh", and "Filter". Below the menu bar is a table with five columns: "KAM", "Period", "Product Type", "SD%", and "Target Gross". The table is currently empty. At the bottom of the dialog, there is a "Done." button.

Dialog Interface for Add or Update



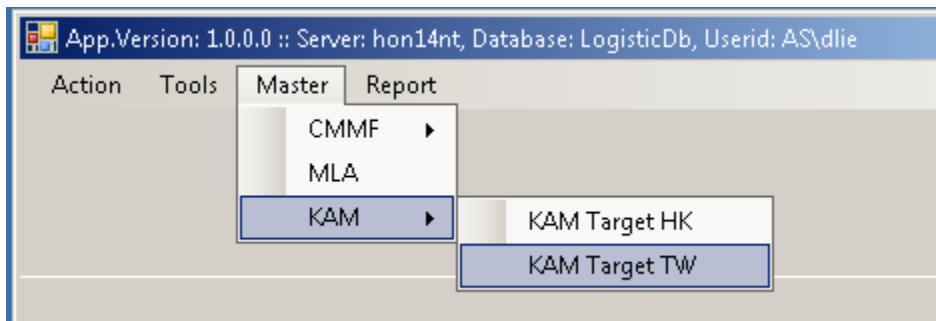
A screenshot of a Windows dialog box titled "DialogHKParamModel". The dialog has a standard Windows title bar with minimize, maximize, and close buttons. Inside the dialog, there are five input fields arranged vertically, each with a label to its left: "KAM", "Product Type", "Period", "SD%", and "Target Gross". The "Period" field is currently set to "Sep-2016". At the bottom right of the dialog, there are two buttons: "OK" and "Cancel".

Note:

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, To save your modification to Database.

4.5 KAM Target TW

Master > KAM > KAM Target TW



FormKAMTargetTW			
Add Update Delete Commit to DB Refresh Filter			
	KAM	Period	Target Gross
▶	Jerry	2016-Sep	12029
	Jerry	2016-Oct	6428
	Jerry	2016-Nov	5344
	Jerry	2016-Dec	10646
	Jerry	2017-Jan	10754
	Jerry	2017-Feb	10754
	Jerry	2017-Mar	5121
	Jerry	2017-Apr	11267
	Jerry	2017-May	5343
	Jerry	2017-Jun	4915
	Jerry	2017-Jul	6010
	Jerry	2017-Aug	5677
	Marco	2016-Sep	3604
	Marco	2016-Oct	8183
	Marco	2016-Nov	8495
	Marco	2016-Dec	4404
	Marco	2017-Jan	4038
	Marco	2017-Feb	4038
	Marco	2017-Mar	3116
	Marco	2017-Apr	6926
	Marco	2017-May	5326

Done.

Dialog Interface for Add or Update

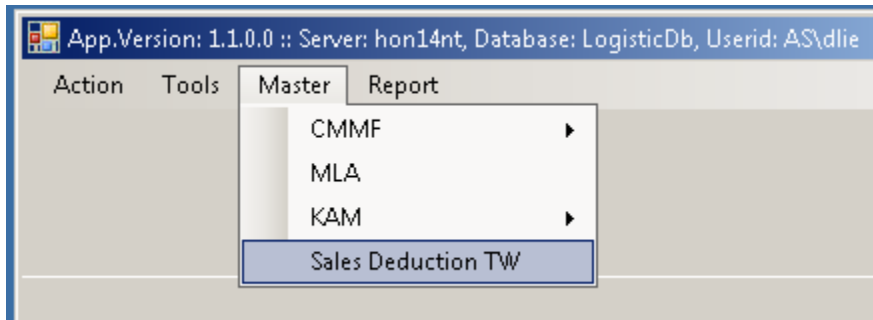
DialogTWParam		X
KAM	<input type="text"/>	▼
Period	<input type="text"/>	▼
Target Gross	<input type="text"/>	
		OK Cancel

Note:

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, To save your modification to Database.

4.6 Sales Deduction TW

Master > Sales Deduction TW



The screenshot shows the 'FormSalesDeductionTW' window. It has a menu bar with 'Add', 'Update', 'Delete', 'Commit to DB', 'Refresh', and 'Filter'. Below the menu is a table with two columns: 'Group Name' and 'SD%'. The table contains the following data:

	Group Name	SD%
▶	C4	28%
	COSTCO	11%
	RT MART	27%
	OT MASS	32%
	LP	0%
	DS	4%
	CREATA	0%
	OTT DISTI	0%

At the bottom of the window, there is a status bar with the text 'Done.' and a small icon.

Finish